

Message Text

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PAGE 01 QUITO 02999 262144Z

14

ACTION ARA-10

INFO OCT-01 EB-07 ISO-00 /018 W
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R 261930Z APR 76

FM AMEMBASSY QUITO

TO USDOC WASHDC

INFO SECSTATE WASHDC 9896

AMEMBASSY BRASILIA

AMEMBASSY CARACAS

AMCONSUL GUAYAQUIL

AMCONSUL RIO DE JANEIRO

AMCONSUL SAO PAULO

UNCLAS QUITO 2999

FROM LINDOW FOR JACOBSON

E.O. 11652: N/A

TAGS: BEXP, EC

SUBJECT: AVIATION AND AIRPORT TECHNOLOGY DEVELOPMENT SEMINAR

1. SEMINAR HELD APRIL 21-22 WAS HIGHLY SUCCESSFUL IN MEETING MARKET OBJECTIVES OF GROUP. SEMINAR WAS WELL ATTENDED, WITH AVERAGE OF 44 FOR EACH OF TWO SESSIONS, INCLUDING KEY CIVIL AVIATION, AIRFORCE, AIRLINE OFFICIALS AND TECHNICIANS. SEMINAR MEMBERS MADE SEVERAL FURTHER USEFUL CONTACTS AT VIP RECEPTION HOSTED BY DCM. GROUP ALSO WAS GIVEN TOUR OF QUITO AIRPORT FACILITIES BY AUTHORITIES THERE.

2. ALTHOUGH NO IMMEDIATE SALES WERE CONCLUDED, MEMBERS WERE VERY SATISFIED WITH SEMINAR AS VEHICLE FOR SECURITY FUTURE SALES AND ESTABLISHING NEW AGENCIES. ONE COMPANY (AEROCOM) ESTIMATED PENDING NEAR-TERMS SALES OF CONSOLES AT US \$200,000.

3. POST MADE A TOTAL OF 29 APPOINTMENTS, MOSTLY AFTER ARRIVAL OF GROUP. SEMINAR FORMAT, WITH OPEN AFTERNOONS FIRST TWO DAYS AND OPEN SCHEDULE ALL DAY ON THIRD DAY, FACILITATED AD-HOC ARRANGING OF PROMPT APPOINTMENTS.

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PAGE 02 QUITO 02999 262144Z

4. PRESENTATIONS WERE NOT AVAILABLE IN TRANSLATION.

HOWEVER, IT IS EXPECTED THAT CORRECTED TRANSLATIONS INTO SPANISH WILL BE DELIVERED TO EMBASSY QUITO FOR PROMPT RELAY TO ATTENDEES WITHIN A WEEK.

5. POST PROVIDED EXCELLENT LOGISTICAL SUPPORT AND ASSISTANCE IN SETTING UP FACILITIES.

6. ADVANCE OFFICER BUDGER ESTIMATES NOT EXPECTED TO VARY APPRECIABLY.

7. EMBASSY COMMENT: EMBASSY WISHES TO COMMEND MR. LINDOW OF USDOC, MR. SWATEK OF FAA AND EACH COMPANY REPRESENTATIVE, ALL OF WHOM CARRIED OUT THEIR FUNCTIONS VERY ABLY. TECHNICAL EXPOSITIONS WERE VERY WELL PRESENTED, WITH EACH SPEAKER EXPLAINING HIS TOPIC CLEARLY AND WITH GOOD USE OF AUDIO-VISUAL AIDS. AUCIENCE REMAINED EXCEPTIONALLY ATTENTIVE THROUGHOUT PRESENTATIONS. SEMINAR ALSO WELL SERVED EMBASSY'S INTEREST IN PROMOTING CLOSER RELATIONS BETWEEN OUR E/C SECTION AND LOCAL PERSONALITIES PROMINENT IN AVIATION BUSINESS AFFAIRS.
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Margaret P. Grafeld
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